

# Weekly VP Report

Silicon Valley BNI

For meeting 1/20/2011

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**Looking for attendance or stats spreadsheets?  
Check the last few pages of this document!**

# Presidents Message

## Quote of the Week:

- “You scratch my back, and I'll scratch yours' is NOT the same as 'Givers Gain.' One carries with it a 'Me First' expectation, the latter brings mutual long-term satisfaction.” This quote is by Trey McAlister, Regional Director, BNI San Francisco Bay, USA.

## Action Item of the Week:

- Your action for this week is to take a look at a business relationship you have, and ask yourself, “Am I doing things for them ONLY after they have done for me, or doing things for them REGARDLESS of what they will do for me?”

# Chapter Contacts 2010-2011

## **VP Report / SiliconValleyBni.com Website Questions:**

- ▣ Malika Junaid: malikajunaid@mdesignsarchitects.com

## **BNI Announcements or Requests:**

- ▣ Email svbnivp@gmail.com by 12:00pm on Thursday if you need announcements to go to the group in this report.

## **Miscellaneous Requests/Questions:**

- ▣ Doug Dixon: ddixon@westernbancorp.com

## **Speaker Scheduling:**

- ▣ You are responsible for finding a sub if you can't make your assigned date.

## **MSP Training Dates:**

- ▣ BNI-Sfbay.com – check the calendar
- ▣ SiliconValleyBNI.com – upcoming events page

## **Dues / BNI-SfBay Website Questions:**

- ▣ Patricia Cunningham: patricia@pccunningham.com

## **Membership Questions:**

- ▣ Danielle Terrazzas : danielle@colorstorystudio.com

# VP Report 2010-2011

	1/20/11	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
<b>Closed Business</b>	\$52,801	\$60,000		\$1,391,018	\$3,000,000
<b>Referrals Passed</b>	32	60		458	3,000
<b>One to Ones</b>	20	30		214	1,250
<b>Visitors</b>	2	5		24	250
<b>Attendance</b>	88.00%	95%		86.28%	95%

Visitors are identified by the Visitor Hosts, if no name is provided, it is not awarded to the member who invited them

# VP Report 2010--2011

## Closed Business:

- **\$20,670 Liz Rhodes**
- **\$10,246 Jan Fong**

## Referrals Given:

- **5 Referrals passed Pat DelGavio and Jeanne DePolo**

## Chapter Minimums:

- The minimum closed business for our chapter is:
  - \$3,000 per term and \$6,000 per year.
  - For 1<sup>st</sup> year members:
    - The minimum is \$1,000 per term and \$2000 per year.
- **Keep in mind that the goal for each member is + \$50,000 in order to reach our \$3,000,000 goal for this year.**

## Attendance/Visitor Policy:

- Each year is split into two terms:
  - Term 1: October – March 2011
  - Term 2: April – September 2011
- Within each term you are allowed **3 absences and/ or up to 3 subs to equal no more than 6 total missed days.**

A visitor or sub can come to the chapter UP TO 2 TIMES PER TERM. This means that someone who has not applied to be a member of our chapter cannot come to the chapter more than twice per term. If you have asked someone to sub and they have already come twice, we will allow them to come to the meeting, but you will be marked as absent.

There are 2 exceptions to this rule:

- 1. An employee of your office may sub for you up to 6 times per term.
- 2. A visitor who has submitted an application may visit until their application is no longer pending.

For more detailed reports, see VP report posted on our website.

*Want to be on our weekly spotlight? Go to the SV BNI website or to BNI SF Bay site for articles on how to be a superstar, or go to the educational coordinators to check out our chapter's library!*

# Notes to the VP Report

- Referral/Thank You/One-to-one Slips:
  - Please write First & Last Name of people on your slips. We have multiples of names and it is difficult to know who it is for!
- Absence — You are marked absent if:
  - You are absent and do not have a sub.
  - You are not in your seat or present at 7:15 a.m. when the President begins the meeting.
  - You leave before the referral bag has completely been passed around the room.
- Referrals Given:
  - Word about stats: Are your referrals diluted? If you take your referrals given and divide it into your Closed business this will measure the effectiveness of your referrals and are they closing. It is not just the passing a slip, but CLOSING the business.
- Value Given:
  - Do you review inside referrals vs outside? We support each other, but to grow our businesses, we must find out how to better refer to our outside contacts?
- One to Ones
  - Please confirm who is the initiator of a one-to-one prior to turning it in. The VP will return them to you unaccounted for at the next meeting
- Have a question on the VP Report?
  - Email the VP at [svbnivp@gmail.com](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## □ **Speaker Rotation:**

- 1/27 Alicia Lucas and Janet Bocek
- 2/3 Michelle Rogers and Wayne Morgan
- 2/10 James Stout and Fred Wee
- 2/17 Trey McAlister and Danielle Terrazas
- 2/24 Steve Pappas and Liz Rhodes
- 3/3 Poppie Rodriguez and Patricia Cunningham

## □ What if I can't speak on my assigned date?

- It is each members responsibility to find someone to switch with if they cannot speak on their assigned date. Please do not contact leadership team to assist you with this.

## □ When will I be added to the speaker rotation?

- You will be added to the speaker rotation and website when you have successfully completed MSP. Please contact your VP when complete!

## □ Need to use the projector?

- Please go to our website to see how to request the necessary equipment or contact Wayne Morgan. If your presentation does not work, please make sure you are ready to speak without it.

## □ Please arrive between 6:30 and 6:45 a.m. to make sure that you are able to setup your presentation because your 10 minutes begin after you are introduced, no matter what happens.

## □ Information regarding presentations: [www.siliconvalleybni.com/speaker-information](http://www.siliconvalleybni.com/speaker-information)

## **Members needing to attend MSP:**

- **Steve Sievers**
- Please confirm you have attended. Your name will be removed from this list at that time.

## **For MSP training, please go to:**

- [www.bnisfbay.com/calendar/index.php?act=calendar](http://www.bnisfbay.com/calendar/index.php?act=calendar)

# Membership Committee

- **Renewals: Renewals effective March 1st, Due February 1st**
- **Krista Regedanz & Scott Safadi.**
- **Please Note: If you have received approval from the membership committee, please bring your check for \$365 on Thursday.**
- If a member is up for renewal and you have concerns, please email the Membership Committee at [membershipsbn@gmail.com](mailto:membershipsbn@gmail.com) with your concerns.
- If you have a conflict, please try to resolve with the member, then approach the Membership Committee if it remains open.
- Please be professional at all times and treat your relationships with your fellow members with the same respect you feel you deserve. You are subject to the Code of Ethics. Consult with a membership committee member with questions.

# Membership Committee

## □ Quarterly Dues:

- \$160.00 if received by the first meeting of the quarter.
- \$180.00 if received after the first meeting of the quarter

## □ Just wanted to send a quick reminder:

- Please be advised of the following policy. We appreciate everyone's cooperation and please help us run a tight ship at our BNI.
  - All quarterly membership dues are to be paid by the 1st meeting of the quarter.
  - If your dues are not received by this time, you will be considered late.
  - If your dues are not received by the 2nd meeting of the quarter, you will be counted as absent (even if you are present at the meeting) for every meeting until your dues are received.

# Educational Resources

- Our chapter website
  - [www.siliconvalleybni.com/](http://www.siliconvalleybni.com/)
- What you will find:
  - Announcements, VP reports, Articles, Chapter Members, Links to other BNI Websites, Location
- Have you checked out our library?
- BNI San Francisco Bay Area website: [www.bnisfbay.com](http://www.bnisfbay.com)
  - You will find a wealth of information here. Forms, articles, networking tips, building yourself in your group, other chapters, rules for BNI and much more. Use it. You can click on the link from our website so you only need one bookmark
    - Your user name is: bnisfbay
    - Password: member
- BNI Official Website: <http://www.bni.com/>
  - You will find resources, more articles, a store to buy things, and much more!
- Are you on Linked in? Please look for our group!
- Important Note:
  - Your membership does not give you permission to email the whole group announcements, newsletters or spam. BNI rules state that we are to be respectful and follow the appropriate guidelines under spam.
- If someone has sent you an announcement, please email them privately requesting you not be included. If you do not have resolution, please submit your concerns to the membership committee at [membershipsbn@gmail.com](mailto:membershipsbn@gmail.com).

# Educational Moment

□ **Jan 20, 2011**

□ **BNI Education Moment – Jan 20, 2011 - “Inviting Visitors”**

□

□ Our visitors this morning are \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_. Not only is it nice to see new faces (and some returning ones), but visitors give each of us and the chapter many benefits:

□ A visitor might be a potential new member

□ The visitor might be looking for your services

□ If you invite a visitor, they will see very clearly the quality of your network. Now you are a person that is “well-connected”.

□

□ We are taking this Ed Moment to talk about how to invite visitors.

□

□ First, WHO do you invite?

□ Start by looking at all the quality business people you know.

□ They might be a client who would enjoy seeing other professionals like you.

□ They might be a vendor you work with for whom you have a lot of respect.

□ They might be a colleague from another area of town.

□ They will certainly be someone you like and think highly of

□

□ HOW to invite them?

□ Granted, making the case for coming to a meeting at 6:45 am might seem daunting. But consider the benefits to them:

□ They will have 20-30 minutes before the meeting to network, meet new friends and possible referrals

□ They can be personally introduced by you to people who would naturally be in their circle of influence

□ They can learn of 50+ great business providers in one short meeting

□ They can see and feel the energy and power of our group.

□ Here are your steps to inviting a visitor:

□ Reach out to them personally with the invitation

□ Give them the address, time and directions+ to bring 60 business cards

□ Tell them to arrive at 6:45 to have maximum time to meet people

□ Come before them, and let the people at the registration table know they are coming, in case you've stepped away.

□ Plan ahead who you want to introduce them to, and let those members know ahead that your visitor would like to meet them.

□ Take your visitor around to introduce them personally to those chapter members, and repeat the reasons for introducing them.

□ Explain the boxes that go around and that they can take cards of the members

□ Tell them that at the end of the meeting, visitors will be asked to stand up and have the chance to find out more about membership in the chapter.

□ Last, follow up with your visitors, thank them for coming and see if you can answer their questions. Remember, visitors are a vital part of our organization!

# Upcoming Events

## 1/20 Events Announcement:

- -
- In honor of International Networking Week, we are merging with several other Santa Clara County Chapters for a joint BNI mixer. Please RSVP to the evite we sent out:
- 
- **Details:**
- **Where: BJ's Restaurant, 10690 De Anza Blvd, Cupertino**
- **When: Monday, Feb 7, 2011 4 - 7pm**

- Any questions can be emailed to [jen@referralinstitute.com](mailto:jen@referralinstitute.com).

PALMS Report: Silicon Valley BNI

Jan-20-2011

#	Name	P	A	L	M	S	RG	RR	V	1	Value
1	Lizbeth Rhodes	1	0	0	0	0	1	2	0	0	20670
2	Jan Fong	1	0	0	0	0	0	0	0	0	10246
3	Michelle Rogers	1	0	0	0	0	0	0	0	1	2616
4	Candice Normoyle	1	0	0	0	0	1	0	0	0	2502
5	Patricia	1	0	0	0	0	2	0	0	0	2216
6	Janet Bocek	1	0	0	0	0	0	2	0	0	1703
7	George Talbot	1	0	0	0	0	0	0	0	0	1650
8	Alicia Lucas	1	0	0	0	0	0	0	0	0	1200
9	E.J. Hong	1	0	0	0	0	0	0	0	0	783
10	Charmaine Tu	1	0	0	0	0	0	1	0	0	540
11	Patricia Del Gavio	1	0	0	0	0	5	1	0	0	536
12	Ron DeAngelis	1	0	0	0	0	0	0	0	0	525
13	Ginny Hagopian	1	0	0	0	0	2	1	0	1	392
14	Peter Pazmany	1	0	0	0	0	0	3	0	0	250
15	Poppie Rodriguez	1	0	0	0	0	0	2	0	0	250
16	Angela Leung	1	0	0	0	0	1	1	0	0	160
17	Stephen Pappas	0	1	0	0	0	0	0	0	0	160
18	Robert Davis	0	1	0	0	0	0	1	0	0	150
19	Jeannie Shea	1	0	0	0	0	0	0	0	0	106
20	Brett Macauley	1	0	0	0	0	0	1	1	0	95
21	Scott Safadi	1	0	0	0	0	0	0	0	0	80
22	Joe Khoei	1	0	0	0	0	2	0	0	0	70
23	Michael Mok	1	0	0	0	0	1	0	0	0	69
24	Stephanie Stafford	1	0	0	0	0	0	0	0	0	65
25	Malika Junaid	1	0	0	0	0	2	1	0	1	55
26	Melanie Hibbs	1	0	0	0	0	0	1	0	3	0
27	Ingrid Mult	1	0	0	0	0	1	1	0	2	0
28	Allison Stember	0	1	0	0	0	1	1	0	2	0
29	Michael Prevot	1	0	0	0	0	0	0	0	2	0
30	David Joud	1	0	0	0	0	2	1	0	1	0
31	Fred Wee	1	0	0	0	0	1	3	0	1	0
32	Asen Angelov	1	0	0	0	0	0	0	0	1	0
33	Bryant Busalacchi	1	0	0	0	0	0	0	0	1	0
34	John Jue	1	0	0	0	0	0	2	0	1	0
35	Gary Laine	1	0	0	0	0	0	0	0	1	0
36	Ronald Leung	1	0	0	0	0	0	0	0	1	0
37	Wayne Morgan	1	0	0	0	0	0	2	0	1	0
38	Jeanne dePolo	1	0	0	0	0	5	0	0	0	0
39	Frona Kahn	1	0	0	0	0	2	1	0	0	0
40	Mary Blaser	1	0	0	0	0	1	0	0	0	0
41	Krista Regedanz	1	0	0	0	0	1	0	0	0	0
42	Saurabh Verma	1	0	0	0	0	1	0	0	0	0
43	K.C. Anderson	1	0	0	0	0	0	1	0	0	0
44	Nicol Bernhardt	0	1	0	0	0	0	0	0	0	0
45	Doug Dixon	1	0	0	0	0	0	1	0	0	0
46	Travis Krepelka	1	0	0	0	0	0	1	0	0	0
47	Warren McCord	0	1	0	0	0	0	1	0	0	0
48	Steve Sievers	1	0	0	0	0	0	0	0	0	0
49	James Stout	1	0	0	0	0	0	0	0	0	0
50	Danielle Terrazas	0	1	0	0	0	0	0	0	0	0
51	Trey McAlister	0	0	0	0	0	0	0	0	0	0
52	Visitor(s)	0	0	0	0	0	0	0	1	0	5712
<b>Tota</b>		<b>44</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>32</b>	<b>32</b>	<b>2</b>	<b>20</b>	<b>52801</b>

PALMS Report: Silicon Valley BNI

Oct-01-2010 - Jan-20-2011

#	Name	P	A	L	M	S	RG	RR	V	1	Value
1	Michael Prevot	12	1	0	0	0	21	33	2	29	232472
2	Michelle Rogers	10	0	0	0	3	11	3	0	6	80607
3	Lizbeth Rhodes	12	0	0	0	1	8	4	0	2	68110
4	Malika Junaid	10	0	0	0	3	14	1	3	1	60173
5	Bryant Busalacchi	13	0	0	0	0	7	10	0	10	56366
6	Janet Bocek	10	2	0	0	1	6	14	0	0	50873
7	Mary Blaser	11	2	0	0	0	20	4	0	3	46136
8	Robert Davis	11	2	0	0	0	12	12	3	2	36117
9	E.J. Hong	12	1	0	0	0	11	13	0	5	30533
10	Asen Angelov	12	1	0	0	0	8	9	0	4	30312
11	Melanie Hibbs	13	0	0	0	0	10	2	0	3	26954
12	David Joud	12	0	0	0	1	9	4	2	16	25866
13	Scott Safadi	11	0	0	0	2	12	1	0	2	25254
14	Jan Fong	11	1	0	0	1	5	6	0	2	25162
15	Danielle Terrazas	10	2	0	0	1	4	17	0	4	25116
16	Doug Dixon	12	1	0	0	0	4	17	0	1	24396
17	Nicol Bernhardt	12	1	0	0	0	7	12	0	0	21444
18	Warren McCord	12	1	0	0	0	9	6	0	2	20735
19	Alicia Lucas	11	2	0	0	0	13	5	2	0	19201
20	John Jue	13	0	0	0	0	2	16	0	5	17223
21	Jeanne dePolo	11	1	0	0	1	14	4	0	1	16438
22	Patricia Del Gavio	13	0	0	0	0	22	13	4	6	16428
23	Wayne Morgan	13	0	0	0	0	7	26	0	15	15373
24	Peter Pazmany	12	1	0	0	0	9	23	0	8	14389
25	George Talbot	11	2	0	0	0	6	16	0	0	14293
26	Angela Leung	10	1	0	0	2	18	25	0	1	13058
27	Ronald Leung	11	2	0	0	0	9	5	0	3	11434
28	Candice Normoyle	11	0	0	0	2	20	10	0	0	11362
29	Ingrid Mult	12	1	0	0	0	7	18	0	6	11006
30	Charmaine Tu	12	0	0	0	1	18	13	1	1	10631
31	Travis Krepelka	10	2	0	0	1	6	4	0	0	10255
32	K.C. Anderson	11	0	0	0	2	5	11	0	9	8936
33	Saurabh Verma	11	1	0	0	0	7	3	0	16	8117
34	Ron DeAngelis	10	0	0	0	3	8	1	0	0	7141
35	Brett Macauley	11	0	0	0	2	13	6	1	4	6756
36	Jeannie Shea	10	2	0	0	1	7	5	0	2	6557
37	Gary Laine	13	0	0	0	0	2	2	0	3	5942
38	Joe Khoei	11	1	0	0	1	15	7	1	0	5197
39	Stephen Pappas	11	2	0	0	0	4	2	1	0	4797
40	Stephanie Stafford	13	0	0	0	0	4	3	0	2	4423
41	Michael Mok	10	0	2	0	1	10	8	0	4	4119
42	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
43	Ginny Hagopian	13	0	0	0	0	7	7	0	7	3142
44	Poppie Rodriguez	13	0	0	0	0	2	22	0	1	2654
45	Patricia	11	1	0	0	1	11	5	0	4	2441
46	Frona Kahn	9	3	0	0	1	22	5	0	4	1739
47	Krista Regedanz	12	0	0	0	1	7	2	0	11	895
48	Michael Weed	0	1	0	0	0	0	0	0	0	560
49	Jason Andrew	0	1	0	0	0	0	0	0	0	400
50	Kris McDonough	4	2	0	0	0	0	4	1	0	317
51	James Stout	5	1	0	0	0	0	1	0	4	238
52	Armando Palomar	2	3	1	0	0	2	4	0	0	140
53	Allison Stember	3	1	0	0	0	2	2	0	3	0
54	Fred Wee	3	0	0	0	0	1	3	0	2	0
55	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0
56	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0
57	Steve Sievers	1	0	0	0	0	0	0	0	0	0
58	Trey McAlister	3	0	0	0	0	0	0	0	0	0
59	Visitor(s)	1	0	0	0	0	0	9	3	0	245415
<b>Tota</b>		<b>547</b>	<b>51</b>	<b>3</b>	<b>0</b>	<b>33</b>	<b>458</b>	<b>458</b>	<b>24</b>	<b>214</b>	<b>1391018</b>

Making Inspiration Happen



1&1  
1,250

SMART TRENDS

NEW BUSINESS

opportunities

Great Business  
Real Winners, sees

3,000  
BNI MEMBERSHIP SLIP

It's a win-win.

Let us help grow your business.



The big picture

Make your business stand out

BREAK RECORDS THIS YEAR

CHANGE YOUR TODAY'S AND TOMORROW'S

Strength, Stability, Growth,

5 million now

Ready, Set,

Action  
Success Feels Great!



raising the bar

REAL RESULTS!

Network



250  
Visitors



WE INVITE YOU TO EXPLORE

Welcome

PLEASE ALL...  
INTRODUCE MYSELF.

Expand Your Network

Join In  
Passion



Attendance  
95%

President's Message  
don't skip

WORTH THE EFFORT!



YOU STARTS HERE

STAYING POWER